



Regal Beloit Corporation is a publicly owned corporation (NYSE: RBC) with operations worldwide. Regal Beloit is a leading manufacturer of electrical and mechanical motion control and power generation products serving markets throughout the world. Annual sales exceeded \$2B in 2008. Regal Beloit is headquartered in Beloit, Wisconsin, and has technology, manufacturing, sales, and service facilities throughout the United States, Canada, Mexico, Europe and Asia.

Regal Beloit has been listed as one of "America's Best-Managed Companies" on *Forbes* magazine's 400 Best Big Companies list (January 2007), and as one of "America's Fastest Growing Companies" in *Fortune* magazine (September 2007).

Job ID: 10-518

Job Title: Regional Account Manager

Location: Monterrey, MX

Responsibilities:

- The Regional Account Manager will provide overall account management for RBC customers within northern Mexico
- Manage sales growth to meet/exceed business targets for the region
- Manage relationships and business performance metrics at established account
- Create and drive execution of new growth opportunities for RBC products
- Lead customer productivity projects
- Engage and coordinate all internal functions as required to achieve goals
- Provide short and long term forecasts to support business planning

Required Qualifications:

- Minimum 4 years of technical/industrial OEM sales experience
- Engineering BS/BA
- Strong account/project management skills
- Proven track record of sales success
- Ability to effectively function in a remote office environment
- Solid communication and documentation skills
- Demonstrated ability to engage with all levels and functions within a customer's organization
- Strong PC computer skills – Microsoft Office, etc
- Energized and results driven.
- Ready and prepared for changes and challenges.
- English as a second language.

Desired Qualifications:

- Six Sigma Greenbelt certified
- Understanding of electric motors
- Prior experience in the Mexico

Relocation Available: Yes

To apply, please send resume and salary requirements to: HRGrafton@regalbeloit.com